

Message Text

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12
ACTION SS-30

INFO OCT-01 ISO-00 /031 W
----- 037158
R 260610Z FEB 74
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 5542

C O N F I D E N T I A L TEHRAN 1546

EXDIS

PERSONAL FOR SECRETARY DENT FROM THE AMBASSADOR

ALSO FOR COMMERCE

E.O. 11652: GDS
TAGS: ENRG
SUBJ: IRAN'S DESIRE FOR GOVERNMENT TO GOVERNMENT
PACKAGE DEALS

1. IN A PERSONAL CONVERSATION, MINISTER OF ECONOMY
ANSARY NOTED THAT U.S. MAY WELL LOSE OUT ON A NUMBER OF
LARGE-SCALE COMMERCIAL POSSIBILITIES BECAUSE THE U.S.
GOVERNMENT IS IN NO RPT NO POSITION TO DISCUSS PACKAGE
DEALS WITH THE GOI. MANY OF THE ITEMS INCLUDED IN UN-
DERTAKINGS WITH OTHER GOVERNMENTS, I.E., ATOMIC POWER,
PETROCHEMICALS, ETC., MUST FROM THE IRANIAN POINT OF
VIEW BE ON GOVERNMENT TO GOVERNMENT BASIS TO COMPLETE
ARRANGEMENTS. AS ANSARY DESCRIBES THIS METHOD OF DOING
BUSINESS, HE SITS DOWN WITH AN OPPOSITE NUMBER FROM A
FOREIGN GOVERNMENT AND WORKS OUT AN ENTIRE PACKAGE
WHICH THEN BECOMES BINDING ON BOTH THE PUBLIC AND
PRIVATE SECTORS OF THE IRANIAN ECONOMY. IN CAPITALIST
COUNTRIES LIKE JAPAN, GERMANY, AND FRANCE, THIS METHOD
OFTEN BECOME ONEROUS WHEN IT IS THEN NECESSARY FOR
THE GOVERNMENT TO FIND PRIVATE INTEREST AND PRIVATE
FINANCING FOR SOME OF THESE PROJECTS. NEVERTHELESS,
THIS APPEARS TO BE THE WAY THE GOI PREFERS TO CONDUCT
ITS BUSINESS. THE EXTENT TO WHICH THE U.S. GOVERNMENT
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IS INTERESTED IN ACCOMMODATING TO SUCH AN ARRANGEMENT
IS SOMETHING OBVIOUSLY ON WHICH A DETERMINATION MUST
BE MADE. I PASS ALONG THESE OBSERVATIONS SIMPLY BECAUSE
ANSARY MADE THEM TO ME AND WANTED THEM CONVEYED

TO PROPER AUTHORITY.

2. AS AN EXAMPLE OF WHAT ANSARY IS TALKING ABOUT, HE NOTED THAT IRAN HAS ASPIRATION FOR THE EARLY INSTALLATION OF 20,000 MEGAWATTS OF NUCLEAR POWER. OF THIS, 5,000 MEGAWATTS HAVE BEEN ALLOTTED TO FRENCH INDUSTRY. SOME MORE MAY BE ASSIGNED THE CANADIANS, LEAVING THE REST FOR THE JAPANESE AND THE U.S. TO COMPETE FOR.

3. COMMENT: THIS MAY EXPLAIN THE MINISTRY OF ECONOMY'S SPOTTY RECORD IN RESPONDING TO INITIATIVES OF PRIVATE U.S. FIRMS TO SUPPLY MAJOR PORTIONS OF IRAN'S RAW MATERIALS NEEDS IN RETURN FOR CRUDE. SHORT-SIGHTED AS IT MAY APPEAR FROM OUR POINT OF VIEW, IT IS STILL ANSARY'S PRESENT POLICY VIEWS AND NEEDS TO BE DEALT WITH SERIOUSLY.

4. ANSARY NOTED THAT HE HAD BEGUN DISCUSSIONS ALONG THESE LINES WITH FORMER SECRETARY STANS BUT NOTHING HAD DEVELOPED WITH HIS SUCCESSORS.
HELMS

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